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6/6/89

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

For further editorial information contact
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone (904) 249-0448
Fax: (904) 249-0459

FOR RELEASE:

IMMEDIATELY

APRIL 1989 SALES FOR COMMERCIAL HEAT TREATERS SHOW INCREASE OF 3.6% OVER APRIL 1988 FIGURES

April billings reached $47.8 million. The April 1988 total amounted $46.2 million.

For the first four months of 1989 MTI members report sales of $195.9 million, 5% above the same period in 1988 when sales reached $186.6 million.

Six out of nine MTI districts outpaced their April 1988 performance. Seven districts outdid the first four months of 1988.

A summary of percentage change by geographic regions follows:

	District	Apr 89 vs. Apr 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	- 2.2	- 1.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	4.1	6.2
3	South Central (W.PA-OH-IN-KY)	9.7	10.4
4	Michigan	4.2	6.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	12.5	12.0
6	North Central (IL-WI-MN-MO-IA)	6.2	3.7
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.5	2.9
8	Southwest (TX-OK-AR-CO-LA-UT)	-14.9	- 3.2
9	Canada	4.4	3.5

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METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

APRIL, 1989

BILLINGS FOR MONTH

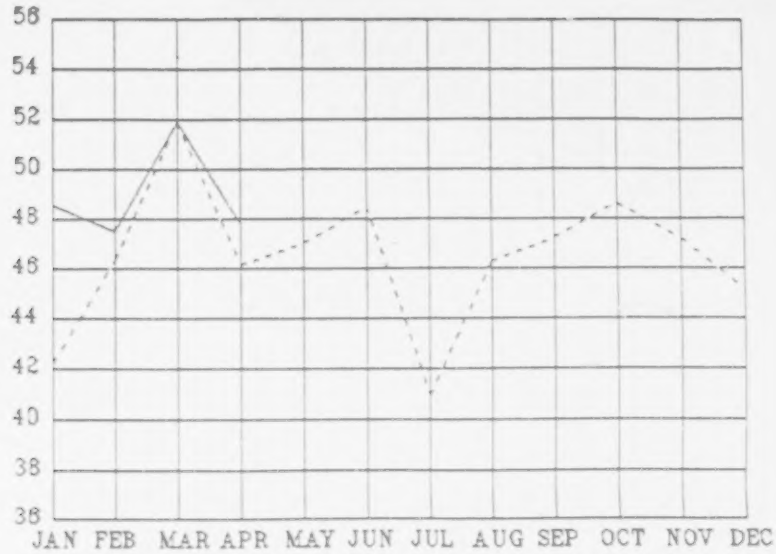
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	48161.8	47813.3	3.8	100.0	100.0
Dist. 1	16	3216.8	3147.4	- 2.2	7.0	6.6
Dist. 2	26	4503.9	4688.1	4.1	9.8	9.8
Dist. 3	38	7485.1	8211.6	9.7	16.2	17.2
Dist. 4	24	6184.7	6444.9	4.2	13.4	13.5
Dist. 5	18	2525.5	2841.2	12.5	5.5	5.9
Dist. 6	33	8777.5	9320.0	6.2	19.0	19.5
Dist. 7	26	6118.1	6086.0	- 0.5	13.3	12.7
Dist. 8	18	3115.4	2652.4	-14.9	6.7	5.5
Dist. 9	15	4234.8	4421.8	4.4	9.2	9.2
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	186632.7	195873.9	5.0	100.0	100.0
Dist. 1	13194.0	13009.3	- 1.4	7.1	6.6
Dist. 2	18324.8	19462.9	6.2	9.8	9.9
Dist. 3	30250.6	33387.1	10.4	16.2	17.0
Dist. 4	25141.5	26764.2	6.5	13.5	13.7
Dist. 5	10301.0	11540.5	12.0	5.5	5.9
Dist. 6	35823.4	37166.4	3.7	19.2	19.0
Dist. 7	24115.0	24825.1	2.9	12.9	12.7
Dist. 8	11791.9	11409.2	- 3.2	6.3	5.8
Dist. 9	17690.5	18309.2	3.5	9.5	9.3

MILLIONS

NATIONAL BILLINGS



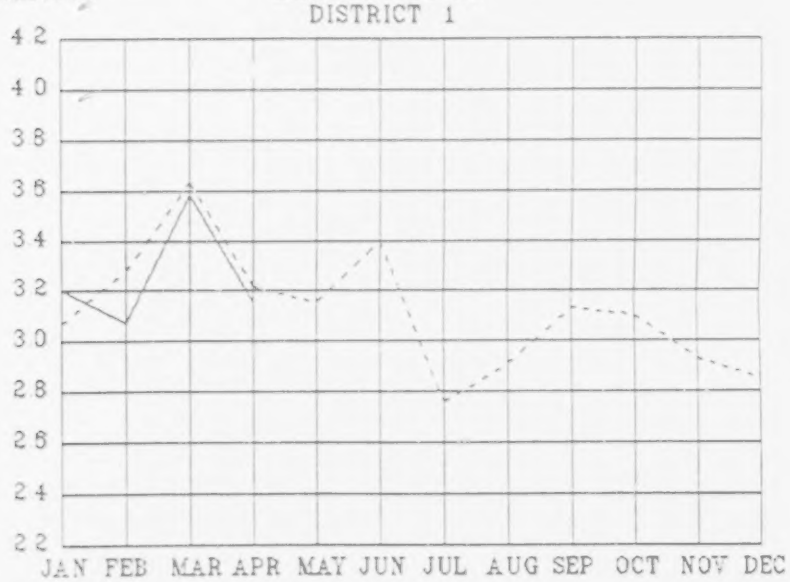
1988 - - - -

1989 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.1	2.5	0.1	3.6								
% Change	Cumulative	15.1	8.5	5.4	5.0								

MILLIONS

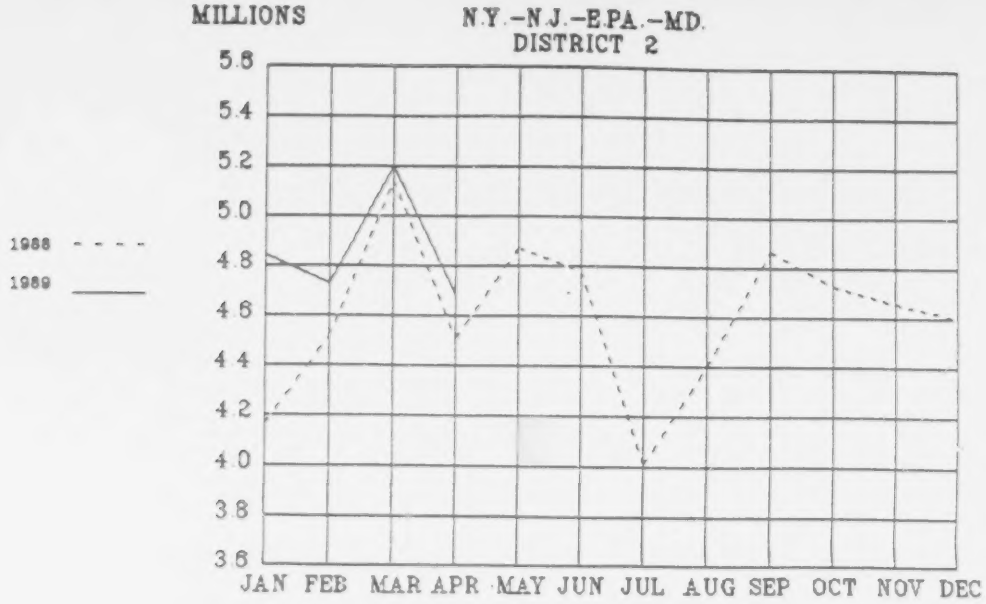
MASS-R.I-CONN
DISTRICT 1



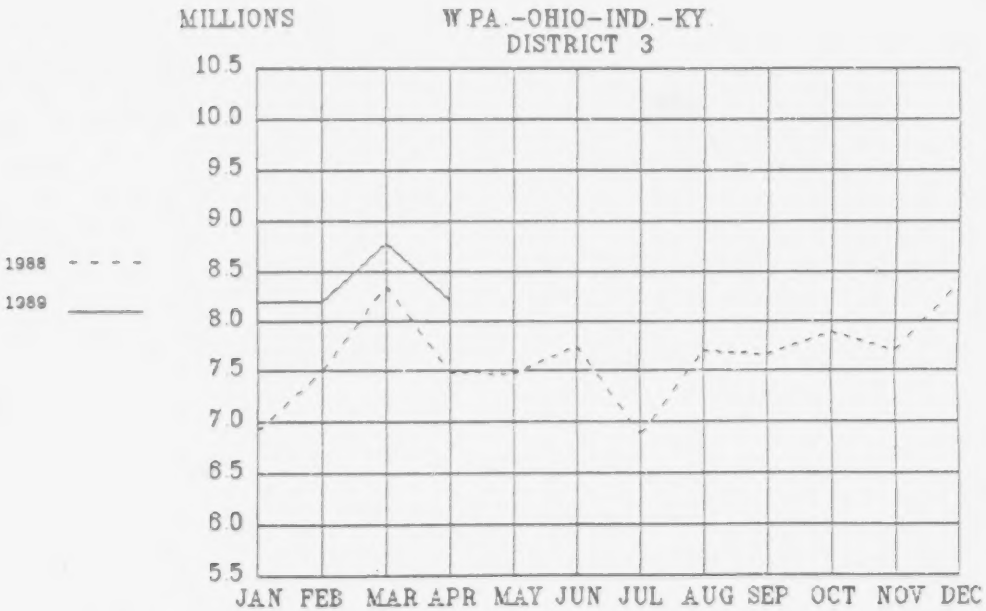
1988 - - - -

1989 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2								
% Change	Cumulative	4.4	-1.1	-1.2	-1.4								



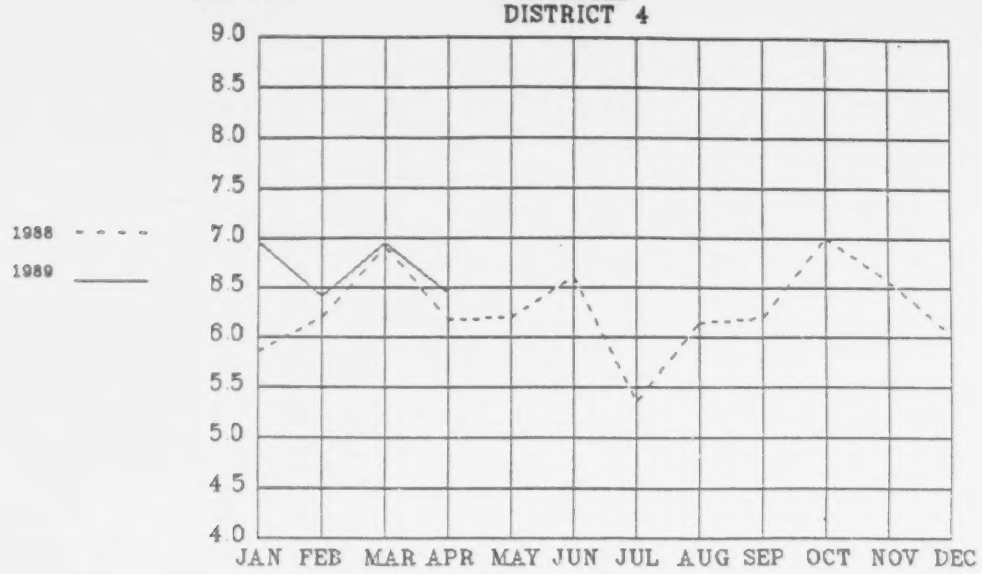
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1								
% Change	Cumulative	16.3	10.3	6.9	6.2								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.6	9.2	5.2	9.7								
% Change	Cumulative	18.6	13.7	10.6	10.4								

MILLIONS

MICHIGAN
DISTRICT 4



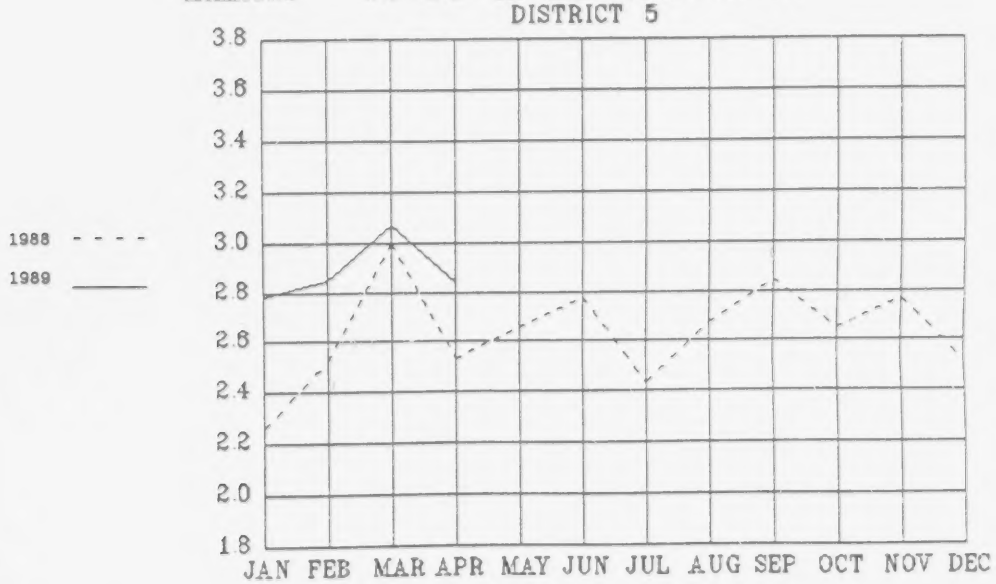
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2								
% Change	Cumulative	19.1	11.0	7.2	6.5								

MILLIONS

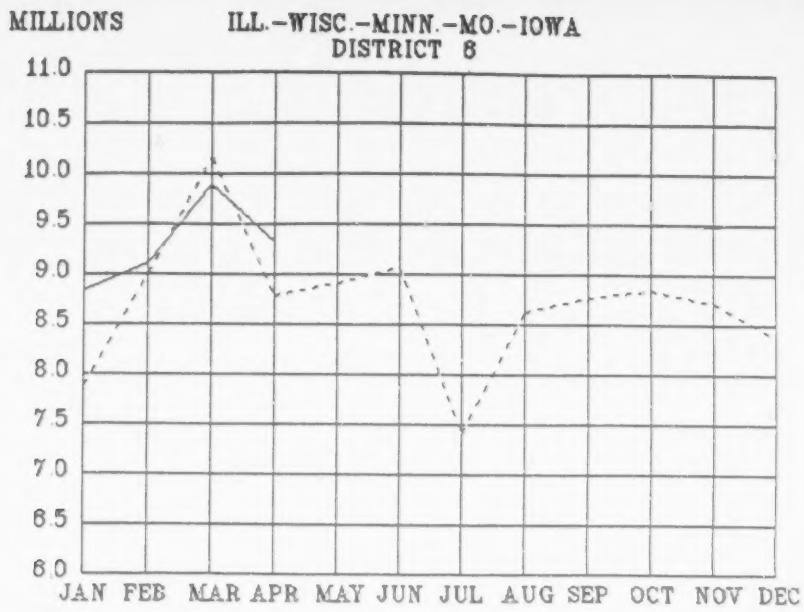
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



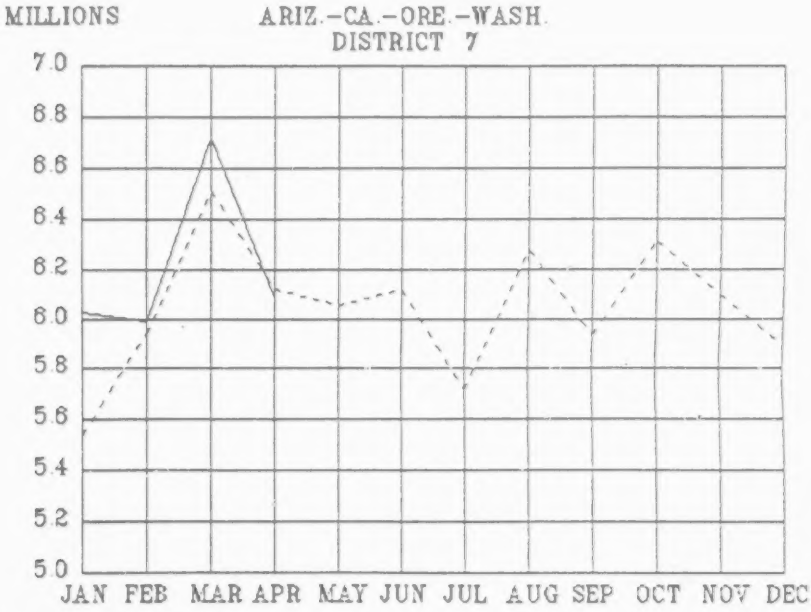
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	23.2	13.1	2.4	12.5								
% Change	Cumulative	23.2	17.9	11.9	12.0								



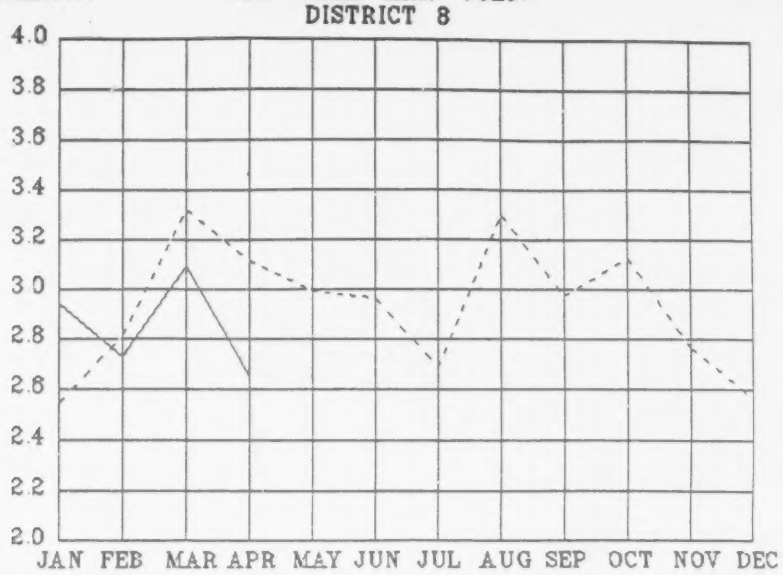
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	1.2	-2.6	6.2								
% Change	Cumulative	12.5	6.3	3.0	3.7								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.9	0.8	3.2	-0.5								
% Change	Cumulative	8.9	4.7	4.1	2.9								

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



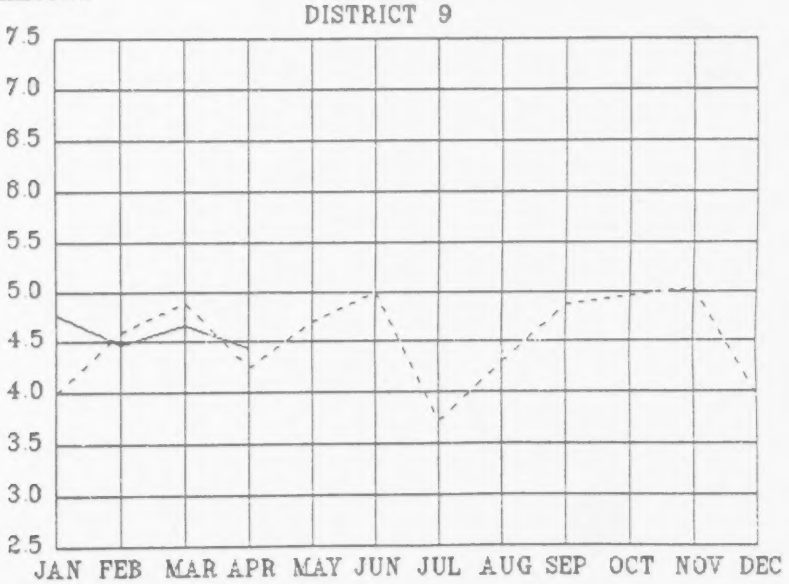
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9								
% Change	Cumulative	15.8	5.9	0.9	- 3.2								

MILLIONS

CANADA
DISTRICT 9



1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.9	-2.7	-4.9	4.4								
% Change	Cumulative	19.9	7.8	3.2	3.5								